

Message Text

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PAGE 01 STATE 121139
ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-07 SSO-00 /018 R

DRAFTED BY NEA/INS:JRGRAHAME:JES
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COMMERCE/MEPD:JPHILBRICK
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-----252253Z 045554 /64
O 252210Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY NEW DELHI IMMEDIATE

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E.O. 11652: N/A

TAGS: ETRD, BTRV, US, IN

SUBJECT: WESTINGHOUSE GAS TURBINE BID

REF: STATE 111753

1. WESTINGHOUSE GENERATION SYSTEMS DIVISION MARKETING MAN-
AGER GILBERT TUPPER, JUST RETURNED FROM NEW DELHI, INFORMS
DEPARTMENT THAT BHARAT HEAVY ELECTRICALS LTD (BHEL) WILL
SELECT WINNER OF KARNATAKA AND MAHARAstra GAS TURBINE
TENDER AT 6:00 P.M. MAY 26, YOUR TIME. TUPPER IS OPTIMISTIC
CONCERNING WESTINGHOUSE'S CHANCES AND NOTES THAT BHEL LIKES
WESTINGHOUSE EQUIPMENT AND TECHNOLOGY TRANSFER OFFER AL-
THOUGH WESTINGHOUSE'S PRICE IS SLIGHTLY ABOVE THAT OF GER-
MAN AND SWISS COMPETITION.

2. TUPPER SAYS THAT BHEL DECISION WILL HINGE ON NATURE OF
TECHNOLOGY BEING OFFERED AND BELIEVES THAT A FINAL EMBASSY
REPRESENTATION IN SUPPORT OF U.S. TECHNOLOGY WOULD BE EX-
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TREMELY HELPFUL. AS WESTINGHOUSE IS ONLY U.S. COMPANY IN
THIS RACE, REQUEST EMBASSY MAKE FINAL APPROACH TO BHEL,
REITERATING OUR INTEREST IN THE SUCCESS OF THE WESTINGHOUSE
BID. YOU SHOULD STRESS AMERICAN LEADERSHIP IN THE GAS TUR-
BINE FIELD, NOTING THAT THREE U.S. COMPANIES - WESTINGHOUSE,
GE AND UNITED TECHNOLOGIES - ACCOUNT FOR MOST OF THE WORLD'S

GAS TURBINE RESEARCH AND DEVELOPMENT; AND THAT WESTINGHOUSE'S SIZE AND LEADERSHIP IN GAS TURBINE TECHNOLOGY SHOULD MAKE A WESTINGHOUSE-BHEL TECHNOLOGY TRANSFER AGREEMENT VERY USEFUL. VANCE

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), TURBINE COMPONENTS
Control Number: n/a
Copy: SINGLE
Sent Date: 25-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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